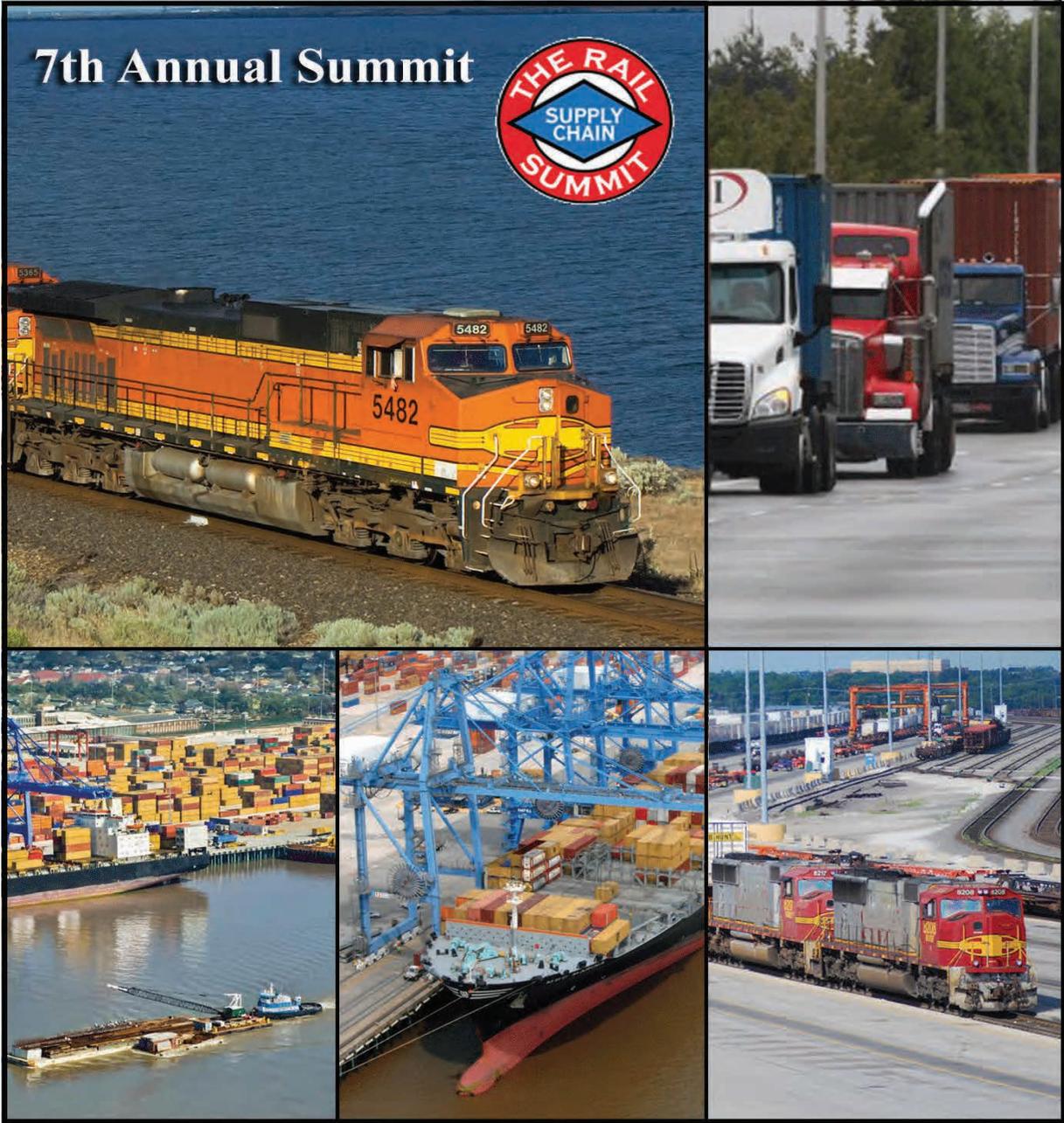


# Making Money with Intermodal



7th Annual Summit



Wednesday, June 14, 2017  
Union League Club, Chicago

# Welcome to the 2017 Rail Supply Chain Summit!

## Making Money With Intermodal

### Emerging Opportunities with Rail and the Waterways

Dear Sponsors, Speakers, Panelists, Participants, and Guests,

For this year, our 7th Annual Summit, we have raised the bar once again. Because of the considerable potential of the Gulf for freight transportation, we are very pleased to continue our partnership with the Greater New Orleans region, in particular Port NOLA and the Port of Plaquemines. We are equally pleased to partner with the Waterways Council, Inc. Given the significance of the Mississippi and Illinois Rivers for the national and regional economy, we will be requesting your cooperation to support WCI's advocacy campaign to improve the locks and dams on these critical inland rivers.

The 2017 Rail Supply Chain Summit is pleased to present several new, game-changing opportunities for the transportation sector and update the status of other initiatives that were previously introduced. From new river vessels transporting containers to new freight transportation services, these dynamic opportunities will be presented. As the new, 261 mile, freight railroad bypassing Chicago was introduced in 2016, there will be a brief update on the status of this railroad.

We have also made an addition to the program called Spotlights that will highlight key information for a Breakout Session. For 2017, our spotlight will feature Clayton K. Harris III, Executive Director, Illinois International Port District, Port of Chicago.

Once again, BNSF's John H. Miller will address the economic significance of agricultural products. As Illinois exports 37% of its corn, it is the largest exporter of corn. Rodney Weinzierl, Executive Director of the Illinois Corn Growers Association, a farmer, and Vice Chairman of the Waterways Council will present why corn is important and why investments in our infrastructure are critical at this time. In recognition of corn, our luncheon soup will be corn chowder!

John Vickerman will recap today's presentations including other, new developments in freight transportation affecting the rails and the waterways. We have had more than 200 requests to invite Vickerman to return as his expert, encyclopedic knowledge of the transportation sector helps companies and organizations to improve their bottom lines.

Thank you for participating in the 2017 Rail Supply Chain Summit!

Respectfully submitted,  
*Mary Elisabeth Pitz*  
Founder, The Rail Supply Chain Summit

## Save the Date

## The 2018 Rail Supply Chain Summit

### Wednesday, May 16, 2018



## A SPECIAL THANK YOU

### Rex Richards

**President & CEO, Valparaiso Economic Development Corporation**  
**President & CEO, Valparaiso Chamber of Commerce**  
**Treasurer of the Porter County Economic Alliance**

**VALPARAISO**  
Economic Development  
Corp.

[www.valpoedc.com](http://www.valpoedc.com)  
[www.valpochamber.org](http://www.valpochamber.org)

The outstanding success that The Rail Supply Chain Summit has had since 2011 is due to the wide-spread benefits that sponsors and participants have received as a direct result of the Summit. The Summit would have been much more difficult to launch without the initial support given to me by Rex Richards. When I first decided to develop the Summit in February 2010, I went to Richards and explained what my initial thoughts were. From the start, he supported my vision. Richards continues to do so as he is deeply committed to economic development in Northwest Indiana (NWI), especially in Valparaiso and Porter County. In gratitude for the support Richards provided and continues to provide, I want to thank him and acknowledge his steadfast cooperation. The Summit thrives because of the deeply valued support we receive from our annual national and regional sponsors as we are not a membership organization.



# THE 2017 DIOLKOS AWARD

## Outstanding Leadership and Commitment



THE KEARNEY COMPANIES, INC.

[www.kearneycompanies.com](http://www.kearneycompanies.com)



### Michael W. Kearney

Chairman  
The Kearney Companies

Michael W. Kearney's transportation career spans more than 40 years in the Gulf region. Throughout his career, he has contributed to the greater good of the New Orleans business sector and his community. Currently, he is Chairman of The Kearney Companies, a third party logistics (3PL) firm. As one of the largest 3PL companies in the Gulf South, they operate more than 700,000 sq. ft. of rail-served warehouse capacity with more than 45 acres of yard capacity. Their services include commodity warehousing, import deconsolidation, rail transloading, international freight forwarding, and import customs house brokerage services. Their role in the supply chain realizes efficiencies for domestic, import, and export customers who use the Port of New Orleans.

In 2012, Governor Jindl appointed Kearney to the Board of Commissioners for Port NOLA. Since his appointment, Kearney has worked tirelessly to increase the port's profitability, help solicit and retain customers, and improve efficiency. Recently he served as the Chairman of the Board of Commissioners for Port NOLA. As past President of the New Orleans Board of Trade, Kearney now

serves on its executive committee. He also serves on the boards of the New Orleans Business Alliance, Fast Forward Main Street, as well as on the Advisory Committee of the World Trade Center of Greater New Orleans.

In addition to his considerable industry responsibilities, he is deeply committed to the well-being of the New Orleans community. Kearney served on the Super Bowl Task Force commission that secured New Orleans' first Super Bowl. He also was Chairman of the Mayor's Sports Advisory Committee. For eight years, he was an officer and director of the New Orleans YMCA whose programs benefit more than 42,000 adults and 10,000 youth.

In 2015, Kearney was awarded the prestigious C. Alvin Bertel Award. This award is presented to someone who has made significant contributions to the Louisiana port community. In 2016, Kearney was recognized for his outstanding commitments to New Orleans by the Rex Organization when they named him King of Mardi Gras. The Rex logo "Pro Bono Publico" best describes how Kearney lives in his professional and private life.

### Why Diolkos?

In Ancient Greece, the Diolkos Wagonway was the mother of the first railroad and the first historical evidence of a highly effective Supply Chain linking water and rail service. The ancient Greek word Diolkos combined "across" and "portage machine". It was an appropriate name for the world's first Supply Chain that proved successful for more than 600 years. The Diolkos Wagonway exemplifies innovative thinking that delivers practical solutions.

Today, leadership requires more than business success. True leadership stems from giving back in positive, productive ways that improve the greater good for many, not just a few. Each year, we acknowledge one outstanding leader who has consistently contributed to the business sector and the greater community. Kearney is an outstanding example of the Diolkos spirit.

### The History of Diolkos

The Diolkos Wagonway was nearly five miles long on a curved trackway. Paved with hard limestone, parallel grooves ran about 63" apart serving as tracks for a type of wheeled vehicle. Animals and human labor pulled the cargo laden boats along this trackway.

The Diolkos Road was important for commerce because it provided a swift, safe route across the Isthmus of Corinth to and from the lucrative Athens markets. The normal Athens sea route required ships to sail around the Peloponnese Peninsula that was fraught with risk as a result of the notorious gales. The Diolkos offered easy access to the relatively sheltered waters of the Gulf of Corinth and the Sardonian Gulf. During periods of war, the strategic significance of Diolkos soared.

Historians claim the efficiency and speed of this trackway was well known throughout the ancient world. The expression, "fast as a Corinthian", is associated with the trackway. The Diolkos Wagonway was open to all upon payment thereby constituting a public railway. This concept did not reoccur until the 19th century when the railroad was launched.



# KEYNOTE SPEAKERS



**Mike Toohey**  
President & CEO  
Waterways Council, Inc.

## “Towards a Modern, Efficient, and Reliable Transportation System”

The Waterways Council Inc. (WCI) is a national public policy organization where Mike Toohey has served as President and CEO for more than six years. WCI delivers legislative results re the operations, maintenance, rehabilitation, and modernization of the locks and dams on our inland waterways. Their broad-based coalition of shippers, inland carriers, waterways service providers, contractors, manufacturers, ports, energy providers, agriculture and agribusiness interests, organized labor, conservation organizations, and other advocacy groups secures funding for critically needed infrastructure projects.

WCI leads the charge to increase federal investment in construction funding, delivering \$1.3 billion in Inland Waterways Trust Fund (IWTF) financed projects since 2001. Among WCI's achievements are the 20 year capital development plan and the Inland Marine Transportation System Capital Projects Business Model of April 2010 that is now law. Immediate goals are completing Olmsted's dam this year, finishing Chickamauga, Lower Mon 2,3,4, and Kentucky projects.

WCI is also focusing on the modernizing of the Upper Mississippi and Illinois Rivers through the critical Navigation-Ecosystem Sustainability Program (NESP) and maximizing efficiency on the Gulf Intracoastal Waterway (GIWW). In 2014, WCI members agreed to a 45% increase to the per-gallon diesel fuel user fee, leveraging an additional \$145 million per year for lock construction.

Prior to WCI, Toohey was a consultant for The Livingston Group providing legislative representation before Congress and the Executive Branch for chemical and transportation clients. He was appointed Assistant Secretary of the U.S. Department of Transportation under President H.W. Bush. In his early years, Toohey was commissioned on active duty as an Army staff officer for the Chief of Engineers.



**Peter Gilbertson**  
President & CEO  
Anacostia & Pacific Company  
Anacostia Rail Holdings, Inc.

## “Structuring a Private Public Partnership That Works”

Anacostia Rail Holdings owns and operates six Short Line Railroads on both coasts and in the Greater Midwest. Located in seven states, they are: Chicago South Shore Freight (CSS), Louisville & Indiana Railroad (LIRC), Pacific Harbor Line (PHL), Gulf Coast Switching (GCS), New York & Atlantic Railway (NYA), and Northern Lines Railway (NLR). CSS, LIRC, and PHL transport cargo to and from ports.

Anacostia railroads are known for their safety record. They have received numerous Jake awards from the American Short Line and Regional Railroad Association recognizing their safety performances. In addition to the standard cargo transportation, maintenance, and switching services, Anacostia railroads are known for their customer service. CSS recently raised the bar in January 2017 when an ice storm hit the area between Michigan City, IN and Chicago, IL. To help the Northern Indiana Commuter Transportation District with getting more than 5,500 stranded passengers back to their boarding stations, CSS willingly provided locomotives, crew towing trains, and train crews.

In addition to transporting cargo, PHL and NYA have captured the eye of the film sector. PHL has appeared in more than 50 location shots for feature films, TV shows, local documentaries, tv commercials, and still photography advertising. Some of these are Horrible Bosses 2, Scorpion, NCIS Los Angeles, and CSI Miami. NYA likewise has provided locations shots for numerous films and TV shows including Law & Order, The Good Wife, and the Amazing Spiderman 2.

Peter A. Gilbertson, founder and chief executive officer of Anacostia & Pacific Company and Anacostia Rail Holdings, sits on several industry Executive Boards and Committees.



[www.anacostia.com](http://www.anacostia.com)



# KEYNOTE SPEAKERS



**Brandy Christian**  
President & CEO  
Port of New Orleans (Port NOLA)

## “Rail & Water Connections - Our Competitive Advantage”

As President and CEO of the Port of New Orleans (Port NOLA), Brandy Christian oversees the nexus of a wide-ranging transportation network of shipping lines, barge carriers, railroads, and trucking lines. The rail advantage is clear. Port NOLA is the only U.S. deep-water port with six Class One railroads. The railroads provide access to a 133,000 mile rail network delivering freight throughout the country. The Class Ones are connected to Port NOLA by the New Orleans Public Belt Railroad (NOPB) that maintains 26 miles of track along the riverfront and inner harbor.

The Huey P. Long Bridge provides a safe and easy route for railcars to cross the Mississippi River. The Napoleon Avenue Intermodal Railyard allows for a quick way to transport cargo to and from the Napoleon Container Terminal by rail.

With its access to the Gulf of Mexico and the country's strategic inland waterways, Port NOLA offers an efficient system for transporting cargo by water. New Orleans is connected to 14,500 miles of inland waterways through the Mississippi River and its important tributaries such as the Arkansas, Illinois, Missouri, and Ohio Rivers. With its proximity to the Gulf, Port NOLA delivers another strategic benefit. Running more than 1,000 miles, the Gulf Intracoastal Waterway provides direct access along the Gulf Coast for cargo going to and from Port NOLA.

With the new \$25 million on-dock intermodal rail facility on the Container Terminal, the Port is primed for intermodal growth. The Port's direct discharge to barge capabilities, rail connectivity, and excellent highway access make it the most intermodal seaport in the country. Port NOLA has global connectivity via its ocean carrier network and is well-positioned with new carrier alliances.

Christian joined the Port team as COO in 2015. In January 2017, she was promoted to President and CEO managing \$51 million in revenues, 292 employees, and \$200 million in capital projects. Prior to joining Port NOLA, she served 14 years with the Port of San Diego as vice president of strategy and business development.



**Dr. Robert E. Martinez**  
Vice President  
Business Development and Real Estate  
Norfolk Southern Corporation

## “Railroading at a Juncture: The Way Ahead”

As Vice President of Business Development and Real Estate for Norfolk Southern (NS) Corporation, Dr. Robert E. Martinez has responsibility for Industrial Development, Real Estate, Market Research, Market Forecasts, Ports, and the International Department including Norfolk Southern Mexicana. He focuses on strategizing, planning, and implementation related to growing the NS revenue base that supports capital projects.

NS is concentrated on a long-term plan that is designed to produce solid financial returns, improved efficiency, and long-term sustainability. Their productivity initiatives are targeted to produce \$650 million in productivity savings annually by 2020. NS sees their goal as achievable through adaptability without dependency on market conditions.

Non-intermodal is an NS service product that drives opportunities in other industrial segments that are rail-direct and compete against a highway alternative. Many of the NS products including automotive and paper goods are directly competitive with truck. NS intermodal growth (excluding the impact of the Triple Crown restructure) has exceeded other Class 1 railroads and long-haul trucking. To prepare for anticipated volume growth, NS is counting on their customer service program. This includes equipment strategy, improvements in the e-commerce arena, and targeted capital investment. Some key initiatives are to optimize distribution of railcar empties to customers and provide a more homogeneous and flexible fleet composition. In 2017, NS is committed to a capital improvement \$1.9 billion spend.

Martinez served as Deputy Administrator for the Maritime Administration, U.S. Department of Transportation, under the first Bush administration. President George H. W. Bush promoted him to Associate Deputy Secretary of Transportation and Director of the Office of Intermodalism.



# THE 2017 RAIL SUPPLY CHAIN SUMMIT PROGRAM

7:15 AM	<b>Registration Opens</b>
7:45	<b>Breakfast and Welcome</b> Mary Elisabeth Pitz, Founder, The Rail Supply Chain Summit, President & CEO, MEP&A
7:50	<b>Safety Briefing</b> Stephen Hoyer, Director, CTCO and CIROC, Superintendent, The Belt Railway Company of Chicago
8:00	<b>Pledge of Allegiance and Flag Day Salute</b> Frank Patton, Founder & Chairman, Great Lakes Basin Transportation, Inc.
8:10	<b>“Towards a Modern, Efficient, and Reliable Transportation System”</b> Mike Toohey, President & CEO, Waterways Council, Inc.
8:45	<b>Introduction to Peter Gilbertson</b> Don Babcock, Director, Economic Development, NIPSCO
8:50	<b>“Structuring a Private Public Partnership That Works”</b> Peter Gilbertson, President & CEO, Anacostia & Pacific Company, Anacostia Rail Holdings, Inc.
9:30	<b>Networking Break</b>
9:45	<b>“Rail &amp; Water Connections - Our Competitive Advantage”</b> Brandy Christian, President & CEO, Port of New Orleans (Port NOLA)
10:25	<b>“Norfolk Southern and the Future of Freight Markets”</b> Dr. Robert E. Martinez, Vice President Business Development and Real Estate, Norfolk Southern Corporation
11:05	<b>“Gulf Gateway Port to the Heartland of America”</b> General Maynard J. “Sandy” Sanders, Executive Director, Plaquemines Port, Harbor & Terminal District
11:40	<b>Spotlight: “Cross Lake Shipping”</b> Leslie G. Brand III, President, Supply Chain Solutions
11:45	<b>Break</b>
12:00	<b>Lunch</b>
12:35 PM	<b>Introduction to Diolkos</b> Mary Elisabeth Pitz, Founder, The Rail Supply Chain Summit, President & CEO, MEP&A
12:40	<b>Introduction to Michael W. Kearney, The 2017 Diolkos Recipient</b> Robert R. “Rusty” Barkerding, Jr., President, Admiral Security Services
12:45	<b>Diolkos Award Presentation</b> Michael W. Kearney, Chairman, The Kearney Companies, Inc.
12:55	<b>“Railroading at a Juncture: The Way Ahead”</b> John H. Miller, Group V.P., Agricultural Products, BNSF
1:45	<b>Spotlight: “The Resurgence of the Illinois International Port District”</b> Clayton K. Harris III, Executive Director, Illinois International Port District, the Port of Chicago
2:05	<b>“Achieving the Promise of Tomorrow’s Emerging Rail &amp; Waterway Opportunities”</b> John Vickerman, President & CEO, Vickerman & Associates
3:00	<b>Networking Break</b>
3:15	<b>Breakout Session I Room 700</b> <b>“Improving Operations and Opportunities at the Illinois International Port District, Port of Chicago”</b> Clayton K. Harris III, Executive Director, Illinois International Port District, the Port of Chicago
	<b>Room 710</b> <b>“Why Ethanol and Corn Are on an Upward Path”</b> Rodney M. Weinzierl, Executive Director, Illinois Corn Growers Association
4:15	<b>Breakout Session II Room 700</b> <b>“Railroading 101: How to Maximize the Potential of Rail Service”</b> Thomas J. “TJ” Litwiler, Robert A. “Rob” Wimbish, Attorneys, Fletcher & Sippel
	<b>Room 710</b> <b>“The Launch of Cross Lake Shipping on the New Marine Highway”</b> Leslie “Les” G. Brand III, CEO, Eco Ships
5:00	<b>Closing NIPSCO Reception</b> Library, 2nd Floor



# KEYNOTE SPEAKERS



## General Maynard J. "Sandy" Sanders

Executive Director  
Plaquemines Port, Harbor & Terminal District



[www.portofplaquemines.com](http://www.portofplaquemines.com)

### "Gulf Gateway Port to the Heartland of America"

General Maynard J. "Sandy" Sanders is the Executive Director of Plaquemines Port, Harbor and Terminal District in Belle Chasse, Louisiana. Located ten miles south of New Orleans, Plaquemines sits at the mouth of the Mississippi in the southeastern point of Louisiana. The port's jurisdiction begins at the jettys. This is the point where the Mississippi enters the Gulf. Their jurisdiction extends north for nearly a 100 miles with deep draft access on both sides of the Mississippi. The U.S. Army Corps of Engineers is currently reviewing the berthing depth where there is less than 60 ft. depth to evaluate to what depth dredging would be viable.

Pointe Celeste or OmniPort is the primary focus for Plaquemines current terminal development program. Venture Global is developing an \$8.5 billion LNG processing facility on 1200 acres at OmniPort to export liquid natural gas. Plaquemines also has recently acquired the exclusive rights for the game-changing, new river vessel that transports 1320 to 3500 TEUs with a 10 ft. draft and fits in the locks.

Plaquemines has the closest terminals to open water on the Mississippi within easy proximity to the Panama Canal and the ports of Central and South America. Adjacent to the Gulf of Mexico, Plaquemines Port provides access to 31 states for barge, rail, and interstate transportation. The port offers 14 major anchorages and thousands of acres of properties for development of container ports, bulk and break-bulk operations, distribution centers, and docks.

Prior to entering the private sector, General "Sandy" Sanders was a multi-awarded General. After serving with distinction here and abroad in Kuwait, he retired as Major General, a two star general. Sanders served as the Deputy Port Director for the Port of Corpus Christi Authority in Corpus Christi, Texas, before undertaking the responsibilities for Plaquemines.



## Clayton K. Harris III

Executive Director  
Illinois International Port District, Port of Chicago



[www.iipd.com](http://www.iipd.com)

### "The Resurgence of the Illinois International Port District"

In his position as Executive Director of the Illinois International Port District, Clayton Harris has responsibility for America's Fourth Coast, the Port of Chicago. Harris is tasked with generating and expanding economic development of the port while maintaining environmental integrity and fostering community outreach. The port operates 12 months a year. Situated on more than 1,600 acres of land, the Port of Chicago consists of several major port facilities within the City of Chicago and is operated by the Illinois International Port District under Harris' administration. Clients served on the port represent a diverse tenant base supported by water, land, and air transport.

As a multimodal port, the port of Chicago links the inland river system and the Great Lakes to the global market offering easy access to six Class One Railroads and two international airports with immediate access to five major interstate highways. The port of Chicago offers a unique advantage for freight cargo. Because of its location on Lake Michigan and access to the inland river system, the port serves as an important link between the Great Lakes and the Mississippi and Illinois Rivers. Another outstanding advantage is the port's Iroquois Landing Terminal. Its deep draft and shallow draft terminal provides unparalleled access by ocean, lake, and river vessels making it unique within the Great Lakes and inland river system. Deep-draft commercial vessels traverse the St. Lawrence Seaway between the Port of Chicago and the Atlantic Ocean. Barges transport more than 40% of the port's cargo on the Illinois and Mississippi Rivers between the Port of Chicago and Port NOLA including the Gulf of Mexico. With more than 17.5 million tons of port shipments through the Great Lakes, the port serves as a leading center of commerce.

As an ex-prosecutor with a degree in aerospace technology, Harris has significant government experience having served Illinois in an extremely dire time as Chief of Staff for the state keeping the state functioning until the next Governor was transitioned into office.



# KEYNOTE SPEAKERS



**John H. Miller**  
Group Vice President – Agricultural Products  
BNSF Railway



[www.bnsf.com](http://www.bnsf.com)

## “Railroading At A Juncture: The Way Ahead”

As Group Vice President of Agricultural Products for BNSF Railway, John H. Miller leads a marketing team that specializes in meeting the needs of whole grain, grain products, fertilizer, ethanol, and bulk foods shippers. BNSF transports consumer goods, grain and agricultural products, low-sulfur coal, and industrial goods such as petroleum, chemicals, housing materials, food, and beverages.

BNSF operates approximately 32,500 route miles of track in 28 states and in three Canadian provinces. BNSF has 1,300,000 feet of track in intermodal facilities alone.

BNSF is the largest hauler of agricultural products in the U.S. For the last 10 years, BNSF has moved an average of 1,000,000 agricultural product loads annually. BNSF originates an agricultural carload on average every 32 seconds. In 2015, BNSF moved enough wheat to make 26,000,000,000 loaves of bread and enough corn to feed 5,300,000 head of cattle. In 2016, BNSF hauled more than 25% of all agricultural products moved by the Class One railroads.

BNSF goes the extra miles to help customers. Working with the American Crystal Sugar Company, BNSF recently helped them to develop and open the sugar dome in Montgomery, IL. The dome holds the equivalent of 650 railcars of sugar (60,000 metric tons) and serves as a major supplier of sugar to Chicago’s candy manufacturers.

BNSF hauls enough coal to power one of every 10 homes in the nation. In 2016, BNSF transported nearly 5,000,000 intermodal shipments. BNSF lifts about 15 trailers and containers a minute, every minute, every day. About every 11 seconds, a new car or truck is loaded/unloaded onto a BNSF automobile train.

Miller joined BNSF in 2008 bringing 25 years of experience in the U.S. grain industry. Since then, he has been on an accelerated path.



**M. John Vickerman, P.E., AIA**  
President and CEO  
Vickerman & Associates LLC



[www.vickermanassociates.com](http://www.vickermanassociates.com)

## “Achieving the Promise of Tomorrow’s Emerging Rail & Waterway Opportunities”

Vickerman Associates LLC specializes in the planning and design of port, intermodal, and freight logistics facilities and systems worldwide. As a licensed architect and engineer in 21 states, M. John Vickerman serves as President and CEO. The firm has become internationally known in the maritime and intermodal industry for providing innovative solutions to the many operational, planning, and design issues confronting today’s marine and intermodal transportation practitioners. A considerable amount of the firm’s work focuses on assisting ports and shipping companies to recognize and prepare for future market and technological changes.

Vickerman’s stellar expertise and experience in strategic planning with ports and waterways especially with a railroad access is in demand. He has worked on major port projects throughout North America and globally for more than 35 years. Sixty-seven of the ninety North American deep-water general cargo ports have benefited from his strategic port master planning and port development designs.

For his presentation at the 2017 Summit, he will consolidate the hot freight issues and ideas of the day addressed by the speakers. He will highlight the emerging multimodal game changers and their influence on America’s new freight battle ground – the Midwest and the emergent opportunities associated with the forward edge of the intermodal/multimodal battle area.

Vickerman has served as a member of the USDOT Freight Roundtable Advisory Board to the U.S. Secretary of Transportation. He completed two terms as Chairperson for the Intermodal Freight Terminal Design and Operations Committee under the purview of the Transportation Research Board (TRB)/National Research Council (NRC), National Academy of Science. He has served on many national Policy Committees for the TRB.



# KEYNOTE SPEAKERS



**Stephen Hoye**  
Director, CTCO, CIROC  
Superintendent, The Belt Railway Company of Chicago

## “Safety Briefing”



[www.beltrailway.com](http://www.beltrailway.com)

Stephen Hoye will deliver the Safety Briefing. As Director of the Chicago Integrated Rail Operations Center (CIROC), Hoye is well-qualified. In December 2015, Hoye and his team of railroads (BNSF, CN, CP, NS, CSX, UP, IHB, BRC, Amtrak, Metra) that make up the Chicago Planning Group and the Chicago Transportation Coordination Office (CTCO) established CIROC to monitor and facilitate efficient rail operations within Chicago. With the volume of goods transported via rail in Chicago forecasted to increase nearly 150 percent between 2010 and 2040, congestion is an issue. CIROC operates 24/7. CIROC includes direct connections to each carrier and track views that assist employees with resolving operational issues and addressing congestion issues to reduce train delays. Since Hoye joined the Belt Railway Company (BRC) of Chicago in 2003, he has been continually promoted. Today Hoye is a Director with CTCO and CIROC and a Superintendent at BRC.



**Frank Patton**  
Founder & Chairman  
Great Lakes Basin Transportation, Inc.

## “Pledge of Allegiance”



[www.greatlakesbasin.net](http://www.greatlakesbasin.net)

As past President of the Union League Club and the driving force of the Great Lakes Basin Railroad (GLBRR), Frank Patton will deliver the Pledge of Allegiance and address the importance of Flag Day. GLBRR is a new railroad that will deliver a safe, reliable, and freight rail bypass around Chicago linking existing main lines, permitting trains to bypass the congested terminal area, and adding capacity, while avoiding major population centers along its tri-state route (Wisconsin, Illinois, Indiana). GLBRR will provide additional capacity by giving the Class One railroads an alternate route for the 15-to-25% of current Chicago rail traffic that does not need to go into the terminal for sorting or delivery. GLBRR offers many unit commodity trains and mixed carload and intermodal trains a way to avoid Chicago's congestion and transfer from railroad to railroad in eight hours or less under normal circumstances.



**Donald L. Babcock**  
Director, Economic Development  
NIPSCO

## “Introduction to Peter Gilbertson”



[www.NIPSCO.com](http://www.NIPSCO.com)

Donald L. Babcock, NIPSCO's Director of Economic Development, will introduce Keynote Speaker Peter Gilbertson, President of Anacostia Rail Holdings. As an Anacostia freight railroad, Chicago South Shore and South Bend Railroad (CSS) is a Class III railroad serving the industrial corridor of Northwest Indiana, Northern Illinois, and the Illinois International Port District, the Port of Chicago. In his regional role at NIPSCO, Babcock is deeply committed to continuing to spearhead the vibrant economic development of Northern Indiana. NIPSCO, a NiSource company, is the largest energy distribution company in Indiana and is strongly committed to supporting the region's economic well-being. Northern Indiana has benefited from the investments and well-paying, sustainable jobs initiated by the Rail Supply Chain Summit.



**Robert R. “Rusty” Barkerding, Jr.**  
President  
Admiral Security Services

## “Introduction to Michael W. Kearney”



[www.AdmiralSecurity.com](http://www.AdmiralSecurity.com)

Robert R. “Rusty” Barkerding, Jr., Chairman of the Board of Commissioners for Port NOLA, will introduce Michael W. Kearney prior to the Diolkos award presentation. Currently, Kearney and Barkerding serve on Port NOLA's Board of Commissioners. As Barkerding and Kearney have been friends since they were teenagers, Barkerding knows first-hand the life-long contributions Kearney has delivered to the maritime sector and the greater New Orleans community. Kearney also recently served as Chairman of the Board of Commissioners for Port NOLA. Admiral Security Services has provided clients with a broad range of maritime security services for more than 15 years. Admiral Security is the largest provider of specialized maritime security services in the Louisiana, Alabama, and Mississippi region. Admiral's technology combines guard tracking software, scheduling software, and custom online training classrooms. Admiral also has operational divisions focusing on Conventions & Events, Hospitality, Neighborhood Patrols, and Parking Enforcement.



## A, Room 700



### Clayton K. Harris III

Executive Director

Illinois International Port District, Port of Chicago

#### “Improving Operations and Opportunities at the Illinois International Port District, Port of Chicago”



[www.iipd.com](http://www.iipd.com)

Clayton K. Harris III, Executive Director at the Illinois International Port District, the Port of Chicago, will moderate a panel of tenants, customers, and shippers who will discuss the resurgence of the Port of Chicago highlighting the port's improved operations and the new opportunities. They will also explain the inherent location advantages of the Port with access to the St. Lawrence Seaway, the Great Lakes, and the inland river system. Three of the panel participants are Michael Forde, Chairman of the Board of Directors, Illinois International Port District and principal at Forde and Forde Law Firm, Stephen Mosher, Vice President, North America Stevedoring Co (NASCO), and

Todd Bjornstad, President, Chicago South Shore & South Bend Railroad (CSS).

As a multimodal port, there is easy access to six Class One railroads, two international airports, and five interstate highways. One of the port's highly regarded assets is the Iroquois Landing Terminal. Its deep draft and shallow draft terminal provides unparalleled access by ocean, lake, and river vessels making it unique within the Great Lakes and inland river system. With an annual waterborne total tonnage of more than 19 million tons, the port is busy enacting their pro-active business plan.

The port's commitment to an economic resurgence and leading role on the Great Lakes is equally matched by their commitment to environmental protection and concerns. The guidelines for their environmental policy are environmental compliance, sustainable development, environmental management, and communication. The policy covers issues such as greenhouse gases, dry bulk handling and storage, excessive noise, dust, odors, and or light. As part of their activity, the north turning basin of the harbor has been replanted with quality wetland plants as well as deepening areas for fish and other wildlife.

## B, Room 710



### Rodney Weinzierl

Executive Director

Illinois Corn Growers Association



Illinois Corn Growers Association

[www.ilcorn.org](http://www.ilcorn.org)

#### “Why Ethanol and Corn Are on an Upward Path”

Rodney Weinzierl, Executive Director of the Illinois Corn Growers Association (ICGA), Vice Chairman of the Waterways Council, Inc. (WCI), and a farmer, directs the ICGA in realizing their mission. Comprised of more than 4,000 Illinois farmers, ILCGA represents Illinois corn farmers with the state legislature and state agencies in Springfield and the federal government and corresponding agencies in D.C. on important, diverse issues affecting Illinois agriculture, corn, farming, and rural life.

Recently, corn was named the official grain for Illinois. The U.S. is the largest producer of corn with an estimated total yield of 15.1 billion bushels. Of the 14% that is exported, 37% is grown in Illinois. Every year, Illinois corn farmers are producing higher yields. Since more corn leaves Illinois by rail and river than any other state, ICGA is deeply committed to resolving and improving transportation issues.

#### Legislation & Education

ICGA focuses on practical deliverables for legislation and education. ICGA's legislative priorities are to promote policy that drives corn demand especially trade opportunities and the Renewal Fuel Standard, to secure Funding for the Navigational Ecosystem Sustainability Program (NESP) that will improve and upgrade locks and dams on the Illinois and Mississippi Rivers, and to preserve a robust, sustainable crop insurance for U.S. farmers to help manage weather risk. ICGA's educational priorities are to provide consistent outreach to elected officials on corn issues, to facilitate a better understanding of farmer's impact on nutrient loss, and to assist the administration and incoming representatives and their staff to understand agricultural issues. For example, because of the critical importance of NESP, ICGA has sponsored a video on NESP's significance that is featured on key websites, i.e., the Waterways Council Inc. (<http://waterwayscouncil.org/>), on MEP&A (<http://mep-associates.com/therails Summit>) as well as others. Weinzierl will also address the complex issues surrounding our nation's inland waterways transportation infrastructure and how it relates to corn and ethanol exports, including the importance of rail to the export process.



# BREAKOUT SESSION II

## A, Room 700



### Leslie "Les" G. Brand III

CEO

Supply Chain Solutions

#### "The Launch of Cross Lake Shipping on the New Marine Highway"

Leslie "Les" G. Brand III, CEO of Supply Chain Solutions (SCS), has spearheaded this dynamic new freight project with Jon Van Wylen, Director of Operations for Eco Ships. SCS has responsibilities for customer service, freight forwarding, and marketing for Eco Ships.

MARAD recently awarded a marine highway designation to Lake Michigan for the first time. This new maritime highway encourages scheduled freight transportation between the Ports of Milwaukee and Muskegon as well as initial, on-demand service to other Lake Michigan ports such as the Illinois International Port District's Port of

Chicago. Les Brand will moderate a panel of shippers, government and port officials, and business leaders to present the importance of this new freight service that will launch at the end of summer.

Port and logistic officials from Michigan and Wisconsin believe there is significant strategic and practical value to have scheduled cross lake shipping between the Ports of Muskegon and Milwaukee. The two-fold purpose is to restore intermodal service at the Port of Milwaukee and stimulate economic development at the Port of Muskegon. Re-launching intermodal service at Milwaukee's Port will lower supply chain and logistics costs for businesses in both states. Plus, it will lead to significant environmental and sustainability opportunities for the region. As Eco Ships consume only 30% of the fuel needed for a trucking alternative, there will be lower emissions, reduced fuel consumption, and less highway degradation impacts. In addition to the emissions and fuel advantages, this service will decrease truck traffic along interstate routes in the region. Currently, this decrease is estimated to be up to one million trucks annually. The savings to the regional infrastructure is significant and increases the safety factor of the interstates that link the region to the nation's economy.



[www.ecoships-inc.com](http://www.ecoships-inc.com)



[www.scsolutionsinc.com](http://www.scsolutionsinc.com)

## B, Room 710



### Thomas J. "TJ" Litwiler

### Robert A. "Rob" Wimbish

Attorneys

Fletcher & Sippel LLC

#### "Railroading 101: How to Maximize the Potential of Rail Service"



[www.fletcher-sippel.com](http://www.fletcher-sippel.com)

Thomas J. "TJ" Litwiler and Robert A. "Rob" Wimbish are attorneys at Fletcher & Sippel LLC (F&S), a Chicago based law firm founded in 2000. Litwiler and Wimbish will discuss what is important to know to maximize rail service. Litwiler focuses his practice on federal railroad regulatory law. Throughout his career, he has represented clients in various matters before the Surface Transportation Board (STB), including line acquisitions, abandonments, construction, mergers, trackage rights, labor protection, common carrier status and obligations, environmental reporting, and agency rulemaking. Litwiler has successfully handled the appeal of several agency decisions in federal court, and is frequently involved in matters regarding federal preemption. Wimbish has specialized in commercial transactions, federal regulation of rail carriers, federal and state initiatives and programs aimed toward promoting rail transportation. Throughout his career, he has represented clients before the federal courts and agencies, such as the STB, U.S. Department of Transportation, Federal Railroad Administration, and the Railroad Retirement Board.

F&S focuses its legal practice on the transportation industry with unique expertise in the railroad industry. The firm represents a number of Class I, II, and III railroads and several inland and ocean ports, some of which are rail-served and some that are not. In addition to railroads and ports, F&S represents terminal facility operators, government agencies, and transportation equipment lessors and lessees. Their lawyers provide a wide-range of legal services, including expertise on commercial transactions, specialized transportation-related contracts such as trackage rights agreements or port or rail facility management agreements, litigation (both commercial and personal injury), employment and labor law, and strategic planning regarding the practical and legal ramifications of maintaining and growing business in the transportation industry. F&S attorneys are licensed in several states throughout the Midwest and a number of federal circuits.





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Making Money With Intermodal and Highlighting Emerging Opportunities For Rail and the Waterways

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Illinois Corn Growers Association



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8th Annual, Rail Supply Chain Summit  
Wednesday, May 16, 2018

